

# Success Builder

*A Career that changes the World*

**Norwex**<sup>®</sup>  
improving quality of life





## Dear Friends

Thank you for your interest in becoming a Norwex Independent Sales Consultant.

At Norwex, people are our most important asset! In fact, the reason we exist is to improve the quality of life by radically reducing the use of chemicals in personal care and cleaning, while offering people an outstanding business opportunity. Our Independent Sales Consultants decide how to market our products, whether it be by organizing home presentations or trade shows, or through catalogue sales.

Norwex is a dynamic worldwide company devoted to working with our Consultants and their families. We are committed to providing motivated people with a solid entrepreneurial opportunity to work for themselves from their homes. Our purpose is to find women and men that have dreams and goals in common with ours and to offer them the advantages and opportunities of a worldwide organization.

More and more we are realizing the positive environmental impact of reducing chemical use. If you are determined to succeed, powered by a desire to work for yourself, and interested in helping our environment, Norwex may be what you have been searching for. Join us part-time, full-time, or big-time, and together we can improve the quality of life! Please take a few moments to browse through this informative brochure and discover what Norwex can offer you!

Sincerely yours,  
Debbie Bolton

### *Mission Statement*

*The Norwex Mission is to improve quality of life by radically reducing the use of chemicals in personal care and cleaning.*

# Join the Norwex Team!

Norwex has set out to create a very different and unique environmentally friendly marketing company. We are dedicated to helping our customers reduce the use of chemicals while cleaning in home and professional environments. We have a track record of providing a unique service, proven products, and an uncompromising commitment to customer satisfaction that we are proud of.

We would love for you to be a part of the Norwex Team.

As a Norwex Independent Sales Consultant you can:

- Be your own boss
- Have financial independence
- Work flexible hours
- Earn incentives and bonuses
- Set your own goals
- Make new friends



## *Best of all...*

- it is on your own terms and it is easy to get started!

## *Success Builder*





## *Save Time & Money*

Our cleaning system saves time and money. In today's busy world it has been proven that our system greatly reduces cleaning time. Save money by reducing the use of chemicals, sponges, and paper towels by up to 90%. The average household spends \$450.00 - \$600.00 a year on these items.



## *Improve Health*

By using Norwex products and cleaning methods, you don't breathe, touch, or ingest harmful chemicals. Dirt and dust are removed instead of being spread on surfaces, resulting in a cleaner indoor climate which helps reduce allergies.



## *Better Environment*

Enjoy the satisfaction of knowing you are doing your part to preserve the environment for our children and our children's future.

### *Vision Statement*

*Norwex will be a growth oriented, customer focused marketing company.*

# Lucrative Hosting Program!

Norwex has one of the best Hosting Programs, which is one of the reasons for our success. This plan encourages higher sales and more bookings, which will help to grow your business!



## Star #1

- 5 buying guests = 1 Enviro Cloth (antibac)
- 8 buying guests = 1 Enviro Cloth (antibac), 1 Body Pack (antibac)
- 10 buying guests = 1 Enviro Cloth (antibac), 1 Body Pack (antibac), 1 Car Cloth
- 13 buying guests = 1 Enviro Cloth (antibac), 1 Body Pack (antibac), 1 Car Cloth, 1 Microfiber Mitt (antibac)
- 15 buying guests = 1 Enviro Cloth (antibac), 1 Body Pack (antibac), 1 Car Cloth, 1 Microfiber Mitt (antibac), 1 Kitchen Scrub Cloth



## Star #2

- Hosting Allowance for total customer orders of show:
  - 8% of total customer sales in free products with sales up to \$249.99.
  - 10% of total customer sales in free products with sales of \$250.00 - \$749.99.
  - 12% of total customer sales in free products with sales of \$750.00 and above.



## Star #3

- For each party booked, the Host/Hostess will receive a Window Cloth.



## Star #4

- Host/Hostess will receive a special of the month (based on customer sales & bookings): Changes each month.



## Success Builder

# 1

## Sales Consultant



### ***As an Independent Norwex Sales Consultant, you receive***

- 35% Retail Commission on your personal retail sales (no minimum sales required)
- Receive your kit free when you reach \$2000 in sales within your first 90 days
- \$300 in free product for each new Qualified Personal Recruit
- An opportunity to earn gifts and awards from sales and recruiting

### ***Requirement to retain current status***

- You must maintain a minimum of \$250 in personal retail sales every 3 months to remain active
- If this requirement is not met for 6 consecutive months, your account is considered Dormant, and a reactivation fee will be charged



### ***Qualified Personal Recruit***

A Consultant whom you personally recruit who does \$2000 in sales within their first 90 days.

Note: All entitlement calculations are based on "Subtotal A" values only.

*Core Values*  
*Integrity, Trust, Respect, Honesty*

# Live the life you want!

Norwex can help you live the life you want and give you the freedom to set your own goals! The following chart is an example of what you can earn when you join the Norwex Team!

Shows are based on a \$500 Show Sale Average and personal sales only. Opportunity to earn on downline as well.

Week	1 Party	2 Parties	3 Parties	4 Parties	5 Parties
one	\$175.00	\$350.00	\$525.00	\$700.00	\$875.00
two	\$175.00	\$350.00	\$525.00	\$700.00	\$875.00
three	\$175.00	\$350.00	\$525.00	\$700.00	\$875.00
four	\$175.00	\$350.00	\$525.00	\$700.00	\$875.00
Cumulative Profit	\$700.00	\$1,400.00	\$2,100.00	\$2,800.00	\$3,500.00

*Note: The information provided is not a guarantee of earnings with the company.*



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## 2 Team Coordinator



### **Qualifying Requirements**

- Minimum of 3 Engaged Personal Recruits
- Must have a minimum of **\$250** in personal retail sales in the qualifying month

### **Team Coordinator Benefits**

- 35% Retail Commission on personal retail sales
- 3% Commission on sales from Personal Recruits
- \$300 in free product for each new Qualified Personal Recruit
- An opportunity to earn gifts and awards from sales and recruiting



### **Requirement to Retain Status**

- Must have a minimum of **\$250** in personal retail sales in each calendar month to be eligible for Commission on your Downline sales
- Must maintain a minimum of 3 personal Active Consultants
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned

### **For all Leader Levels**

*To initially qualify for, or to advance to the next level of leader status (levels 2-7), you must do the required personal sales amount and each of the Consultants in your Group required for that level must have \$250 in sales all in the same calendar month. The following month you would then be paid at the new qualified level.*



*Opportunity*  
*to earn gifts and awards from sales and recruiting*



# 3 Sales Leader

## **Qualifying Requirements**

- 5 Engaged Personal Recruits
- Minimum of 10 Engaged Consultants in your Group (personal recruits included)
- Must have a minimum of **\$250** in personal retail sales in the qualifying month

## **Sales Leaders' Benefits**

- 35% Retail Commission on personal retail sales
- 5% Commission on Group sales
- 1% Commission on 1st Level
- \$300 in free product for each new Qualified Personal Recruit
- An opportunity to earn gifts and awards from sales and recruiting

## **Requirement to Retain Status and Commissions**

- Must do a minimum of **\$300** in personal retail sales in each calendar month to receive Commission on Group sales
- Must maintain a minimum of 10 Active Consultants in your Group at all times of which 5 must be your Personal Recruits
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned



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# 4

## Executive Sales Leader



### **Qualifying Requirements**

- 10 Engaged Personal Recruits
- Minimum of 25 Engaged Consultants in your Commissionable Downline (Personal Recruits included)
- Must have **\$300** in personal retail sales in qualifying month

### **Executive Sales Leaders' Benefits**

- 35% Retail Commission on personal retail sales
- 5% Commission on Group sales
- 2% Commission on 1st Level
- \$300 in free product for each new Qualified Personal Recruit
- An opportunity to earn gifts and awards from sales and recruiting



### **Requirement to Retain Status and Commissions**

- Must do a minimum of **\$400** in personal retail sales in each calendar month to receive Commission on Group Sales
- Must maintain a total of 25 Active Consultants in your Group at all times of which 10 must be your Personal Recruits
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned

*A Rewarding Future*

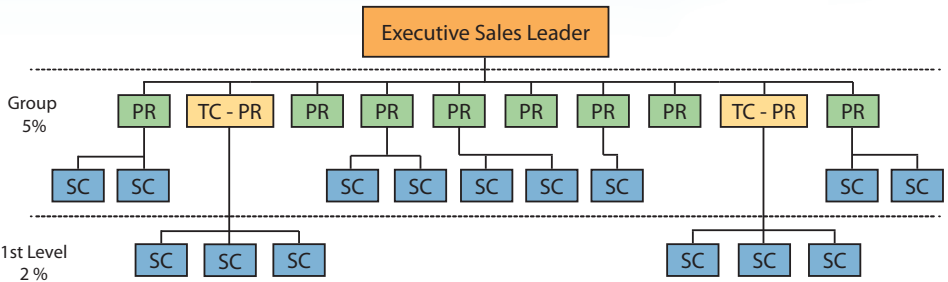
*We are in control on how much we sell to fit our lifestyle*

# Team growth and development

## Additional Earnings:

- You earn 35% commission at the point of sale at your party
- At an Executive Sales Leader level you earn 5% on your combined personal group sales
- Also at this level you earn 2% on your 1st Level sales that are produced from one of your team leaders' downline
- These earnings come monthly in a separate earnings payment

- Example  
 Personal Sales = \$4500  
 Group sales = \$50,000  
 1st level sales = \$8000  
 35% Commission = \$1,575  
 5% Commission = \$2500  
 2% Commission = \$160  
 Total monthly earnings: \$4235.00



PR=Personal Recruit  
 TC=Team Coordinator  
 SC=Sales Consultant

Note: The information provided is not a guarantee of earnings with the company.



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# 5

## Senior Executive Sales Leader

### **Qualifying Requirements**

- 25 Engaged Personal Recruits
- Minimum of 75 Engaged Consultants in your Commissionable Downline (Personal Recruits included)
- Must have **\$400** in personal retail sales in qualifying month

### **Senior Executive Sales Leaders' Benefits**

- 35% Retail Commission on personal retail sales
- 5% Commission on Group sales
- 2% Commission on 1st Level
- 1% Commission on 2nd Level
- \$300 in free product for each new Qualified Personal Recruit
- An opportunity to earn gifts and awards from sales and recruiting

### **Requirement to Retain Status and Commissions**

- Must do a minimum of **\$550** in personal retail sales in each calendar month to receive Commission on Group sales
- Must maintain a total of 75 Active Consultants in your Group at all times of which 25 must be Personal Recruits
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned

*Opportunity*  
to earn gifts and awards from sales and recruiting

# 6 V.P. Sales Leader

## **Qualifying Requirements**

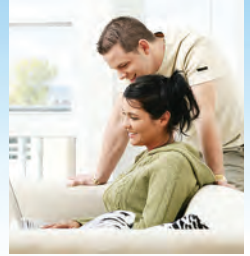
- 45 Engaged Personal Recruits
- Minimum of 200 Engaged Consultants in your Commissionable Downline (Personal Recruits included)
- Must have **\$550** in personal retail sales in qualifying month

## **V.P. Sales Leaders' Benefits**

- 35% Retail Commission on personal retail sales
- 5% Commission on Group sales
- 2% Commission on 1st Level
- 1% Commission on 2nd Level
- 1% Commission on 3rd Level
- \$300 in free product for each new Qualified Personal Recruit
- Eligible for a \$500 monthly car bonus

## **Requirement to Retain Status and Commissions**

- Must do a minimum of **\$750** in personal retail sales in each calendar month to receive Commission on Group sales
- Must maintain a minimum of 200 Active Consultants in your Group at all times of which 45 must be Personal Recruits
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned



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# 7

## Senior V.P. Sales Leader



### Qualifying Requirements

- 85 Engaged Personal Recruits
- Minimum of 600 Engaged Consultants in your Commissionable Downline (Personal Recruits included)
- Must have **\$750** in personal retail sales in qualifying month

### Senior V.P. Sales Leaders' Benefits

- 35% Retail Commission on personal retail sales
- 5% Commission on Group sales
- 2% Commission on 1st Level
- 1% Commission on 2nd Level
- 1% Commission on 3rd Level
- 1% Commission on 4th Level
- \$300 in free product for each new Qualified Personal Recruit
- Eligible for a \$500 monthly car bonus
- Eligible for bonuses and other promotions



### Requirement to Retain Status and Commissions

- Must do a minimum of **\$1000** in personal retail sales in each calendar month to receive Commission on your Group sales
- Must maintain a minimum of 600 Active Consultants in your Group at all times of which 85 must be Personal Recruits
- Consultants not meeting requirements for this level for 6 consecutive months (and not receiving commission at this level for 6 consecutive months) will be Repositioned

*A Rewarding Future*

*We are in control on how much we sell to fit our lifestyle*

**Qualified Personal Recruit**

A new Consultant who does \$2000 in sales within their first 90 days.

**Engaged Recruit**

A Consultant that has \$250 in sales in a month is considered Engaged for that month only.

**Active Consultant**

A Consultant who maintains sales of over \$250 within a 3 month calendar cycle.

**Commission**

The percentages you receive as a Team Coordinator or higher on your Commissionable Downline's sales.

**Commissionable Downline**

All the Consultants on whom you are currently receiving Commissions.

**Group**

Includes all your Personal Recruits and their Downline up to and including the point of Breakaway.

**Breakaway**

Any Consultant in your Downline who has been promoted to Team Coordinator or higher.

**Downline**

Consultants who have been recruited under you.

**Retail Commission**

Percentage a Consultant earns on each retail sales order.

**Dormant Consultant**

A Consultant who maintains less than \$250 in sales within a six month calendar cycle.

**Repositioning**

After 6 consecutive months of not meeting their status requirements, a Leader will be repositioned and will need to re-qualify to regain status. Each consultant will be granted the option to exercise, at their discretion, a one-time Repositioning Extension for the life of their Norwex contract. A request in writing must be submitted including the reason for the decision to exercise the Extension along with a 3 month business plan. When a Leader is Repositioned, the commission structure will reflect this change.



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## *Part time, Full time, Big time...*

- We are looking for energetic, fun loving, motivated people.
- No previous sales experience is necessary.
- Ongoing mentoring and support to develop your sales, marketing, and management.
- Advancement to Leadership positions available for people desiring to build their own team.

Your Norwex Consultant is:

*Looking for an Exciting Career!*

**Norwex**<sup>®</sup>  
*improving quality of life*

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